

Message Text

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PAGE 01 MONROV 05312 281721Z

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ACTION AF-08

INFO OCT-01 ISO-00 EB-07 /016 W
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R 281645Z JUL 76
FM AMEMBASSY MONROVIA
TO USDOC WASHDC
INFO SECSTATE WASHDC 1243

UNCLAS MONROVIA 5312

E.O. 11652: N/A

TAGS: BEXP, LI

SUBJECT: DISTRIBUTION OF PRIVATE TRADE OPPORTUNITIES

REF: (A) MONROVIA 4689, (B) STATE 164166

1. WE CONCERNED OVER FAILURE US FIRMS RESPOND ADEQUATELY TO PTO'S SUBMITTED, AND WISH GUIDANCE ON HOW BEST WAY REPORT INFORMATION THAT WILL GENERATE PROMPT AND FULL RESPONSES.
2. WE SUBMITTED PTO BY PRIORITY CABLE JULY 6 MARKED "SPECIAL HANDLING" (REF A) FOR SIZABLE (RELATIVE LIBERIA MARKET) QUANTITY FERTILIZERS. CABLE SPECIFIED TYPE FERTILIZER REQUIRED, QUANTITY EACH TYPE NEEDED AND THAT RESPONSES SHOULD BE MADE PROMPTLY BY CABLE. LOCAL FIRM REPORTS ONLY ONE US FIRM (PLEXCHEM INTL. INC. DIX HILLS, N.Y.) RESPONDED, AND THAT BY LETTER DATED JULY 19.
3. MOREOVER, PLEXCHEM RESPONSE WAS INADEQUATE. WE HAVE COPY OF LETTER (FROM EDWARD NASSBERG, PRESIDENT) WHICH SAYS QTE WE WOULD LIKE TO KNOW THE QUANTITIES INVOLVED CONCERNING MIXED FERTILIZERS UNQTE AND LATER ADDS QTE IF WE CAN BE OF ANY FURTHER SERVICE TO YOU PLEASE WRITE OR TELEX US AND WE WILL REPLY IMMEDIATELY UNQTE. (IN MEANTIME, LOCAL FIRM HAS GONE WITH EUROPEAN SUPPLIERS BECAUSE OF ORDERING DEADLINE.) WE WOULD LIKE TO KNOW IF INFORMATION SUPPLIED REF A WAS INADEQUATE, HOW INFORMATION WAS PASSED TO US FIRMS, AND WHY FIRMS FAIL RESPOND THIS TYPE NOTICE.
4. WE PARTICULARLY CONCERNED BECAUSE IN OUR LIMITED EXPERIENCE

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PTO'S MARKED "SPECIAL HANDLING" SEEM TO ELICIT SLOWER RESPONSES

THAN THOSE SUBMITTED ROUTINELY (WITH WHICH WE HAVE HAD EXCELLENT RESULTS). WE DO NOT WISH USE SPECIAL MARKING IF IT WILL DELAY RESPONSES AND WOULD APPRECIATE GUIDANCE.

5. HOWEVER, STRONGLY FEEL THERE MUST BE SYSTEM FOR HANDLING SPECIAL CASES THAT REQUIRE PROMPT RESPONSES. WE HAVE TRIED REPORTING SUCH CASES BY REGULAR REPORTING CABLES (NOT IN TOP FORMAT) WITH UNSATISFACTORY RESULTS (SEE REF B AS MOST RECENT EXAMPLE). WE REALIZE DEFICIENCY MAY BE OURS IN NOT SLUGGING PROPERLY FOR ACTION OFFICE OR IN NOT PROVIDING ADEQUATE INFORMATION.

6. ACTION REQUESTED: PLEASE PROVIDE GUIDANCE ENABLE US AVOID SIMILAR PROBLEMS IN FUTURE.

HORAN

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